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ENTANGLENTS AND STICKY REPELLENTS

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CHAIRMAN BECK: The next speaker has a topic which to me and to the average pest control operator is very important. We've heard so far this morning and early this afternoon about lethal methods. We've heard some about various types of repellents. We're down in roost treatments; Dr. Schwab has very ably presented his material. Now we have a material which was one of the first on the market in the field of bird control. It is old enough in use that many people are willing to forget all about it. And many times I've found people unwilling even to discuss with their clients the possibilities of chemical repellents or entanglents. Mr. Ken Hayden has specialized in the use of this material, and again proceeding along the line of trying to develop a balanced personality as a bird management specialist. I don't think any presentation is complete until we have discussed the possibility of chemical repellents. Ken.

HAYDEN: I bring you greetings from the Bird Management Committee, National Pest Control Association. I would like to thank Professor Jackson for a very fine program this year.

Conservation of food, health, and property through the management of pest birds is an essential and rapidly expanding service provided by many pest control operators. Many segments of the public enjoy the economic beauty of birds and have no knowledge of the injuries they can cause. A few people regard birds with great emotion and violently oppose any effort towards the control of bird problems.

In the events of the last two days, one thing registered with me, and I'm sure it did with you too, and that is the tools we have to work with leave some areas undone in the bird management field. I think Dr. Jackson's trip around the world indicated that it is not just an American problem, but is worldwide. I would like to point out a couple of items from a Toledo, Ohio paper on Monday. It was talking about blackbird control here in Ohio, and they surveyed an eight county area to find that there was approximately a million dollars damage to the corn crop. They surveyed 2500 farmers, and they found that they spent $134,000 in shotgun shells and scaring devices.

The article also states that there isn't an approved method at the present time by which we can safely and economically reduce the numbers of crop-destroying birds. The waters of bird management are relatively still and they

have been so for the past couple years, with just a few ripples being made in them. If I may project and offer some hope, I would hope that there is some solution to your problem, but it may still be off on the horizon. Yet we will be able to solve these problems with a lot of work, research, and a willingness on our part to look for new ways and submit new ideas on doing them, which brings me down to my topic.

I would like to bring to your attention a survey conducted by N.P.C.A. a couple of years ago that found that 45% of our Industry was willing to engage in the bird management field. The first thought that came to my mind was: what about the other 55% of our industry that was not willing to do bird management work? Why was this? Perhaps their interests are elsewhere in the Pest Control field; maybe they do not like heights or perhaps the tools of the bird management field are developed by each individual company and, therefore, not available through the regular source of suppliers.

Another reason for reticence is probably public repercussion and the legal red tape. As we heard yesterday afternoon, the laws in bird management are many and varied. I'd like to point out that compliance with these laws is necessary, and they offer the pest control operator a measure of protection against those who would prevent any control as well as those who would clamor for immediate and complete eradication. Therefore the door seems closed to them, and they're not willing to put the money or effort into learning the ways of bird management.

I hope our suppliers and manufacturers will not take offense when I say that when you developed your sticky repellents, your object was only to get the birds off of the buildings and keep them off for a time. Fine! You have products that will do that, but why can't we update them by such things as coloring them to match the surfaces, such as red, white, or gray. If you think this is silly, have you seen any nice structures with globs of black repellent marring the looks of the building? This may make as bad a mess as the birds did. I think, from the viewpoint of the man on the street, we have been accused of putting nothing more than grease or lubricants on the building, and perhaps some of us have; but a coloring agent added to the present repellents or some new products developed would certainly help our industry in the explanation area.

A couple of manufacturers use a clear substance which is certainly acceptable, inasmuch as it will go on any surface with a minimum of stand-out; but even this product gathers dirt and grime after several months of exposure and mars the appearance of the building.

I am well aware that sticky repellents defacing buildings are not always the fault of the manufacturer. Some of this blame belongs to our industry either through lack of knowledge, or taking of short cuts, or both. There are not many surfaces where you can apply sticky repellents without first preparing the surface. Examples are masonry, metal, wood, and asphalt or shingle roofs.

When applying sticky repellents to masonry surfaces, you should first treat them with a 2% Silicone so that your repellent will not be absorbed into the surfaces. Metal surfaces should be taped or the slat method used. Wood surfaces should be taped or slats used so that when those surfaces need painting, the

repellents can be removed. One manufacturer states: "It leaves no dark stain when the material is wiped off. Nothing is left to show through a newly painted surface." Evidently he never tried to wipe this material off, or he wouldn't have written this in his brochure.

Concerning asphalt or shingle roofs: we have put into experimental use this year felt weather proofing strips. These strips are stuck to the surface by means of caulking. They are very flexible, so that you can go over or around objects with them; and the soft felt base puts a buffer between the hot surface and the repellent, thereby cutting down and slowing the melting process.

The wood slat method has some advantages, inasmuch as it is easy to apply the repellent upon, is easy to install and stick down, and the amount of repellent that melts into the slats waterproofs them and does not reach the surfaces that you are trying to keep from marring. These slats come in a couple of sizes: 1-¼" x ¼." and ½" x ¼ ". They are available through your local lumber dealer.

Briefly, I would like to cover one way to apply sticky repellents which we developed by trial and error. That method is the use of air driven pumps, which is nothing more than a regular service station chassis lubrication outfit. What do you need to add this productive equipment to your company? All you will need is an air compressor capable of producing air pressure of 160 pounds and 7 to 8 CFM (cubic feet per minute) and a large enough tank to hold air to operate your equipment.

The next item you will need is the chassis lubricator or pump as it may be called. You can leave the compressor in your truck and use your termite hose to connect the compressor and pump. The only change which we made was to remove the grease fittings from the end of the gun. You may use any length of 1/8" pipe within reason. We use up to 8' long, so that means we can treat at least 16' without moving our ladder. This piece of equipment will cut your sticky repellent application time from half to three-fourths. It delivers 14 ½ ounces of sticky repellent per minute. I would also like to point out that sticky repellents are difficult to work with at lower temperatures. We've found that by adding this equipment which is kept in the trucks in a heated garage during the winter, the repellent does not get "heavy."

I hope that I have given you some ideas that will make your bird management job easier and more profitable.

Could we have the slides now please? This is a typical job where you might use sticky repellents around the ledge here, across the roof, and along the windows. Another area where you can use sticky repellents is around implement buildings; there's no preparation needed in most cases.

Here is a job where we do an annual contract with sticky repellents. By the end of the year, or when renewal is due, the sticky repellent is gone and the birds are coming back.

This ledge was treated with a silicone material. You can see we have very little melting into the surface.

This shows a downspout where obviously sticky repellents won't do the job, so you have to use one of the other tools. In this situation we used exclusion with wire.

I don't know whether I should comment on this or not. We were guilty of this in our early years of bird control. The material you see was a clear substance

when it was put on the window ledge, and you can imagine the bad publicity which resulted after it collected dirt.

Here is a demonstration of repellents put on metal without taping or slat methods used. They will run.

This shows two different tilings here. One is the wood slat method that we have installed on the lower ledge. On the upper ledge you can see globs of repellent. Yes, globs of repellent; you can pick it up and wad it into a ball; it wouldn't stick to anything. And it didn't repel the birds.

This is a strip of the felt we use. The felt method is used on roof crests like this—you cannot apply sticky repellents to shingle material because of the asphalt material in it. It will destroy the roofing. The felt is stuck down merely by caulking material.

This is the chassis lubricator pump with the termite hose and the repellent hose. I might point out that you cannot use your termite hose to pump the repellent out because the pump builds the pressure 50 to one, so that means you're operating at a pressure of about 5000 pounds. It would blow your termite hose off. This is a typical operation with the truck setting down below; the compressor is in the truck. The pump is on the ledge here, and we're working on higher up yet. The man has about a six foot rod on there. When you work the areas immediately next to the ladder you have to climb a few steps back down the ladder; but you can also work the next row of beams over.

This shows another job where you can reach into the windows without having to move the ladder. See the pump down below; the compressor is again in the truck.

DISCUSSION:

STECKEL: Can you use your chassis lubricant machine like that during cold weather or will the material be too thick to come through?

HAYDEN: Like I said, you have to keep it heated and in a heated truck because it really will slow down the operation.

COMMENT: It's in the heated truck, but it still has to come through the hose.

HAYDEN: Yes, but you really don't have much trouble there. It's the material itself that you want to keep warm.

STECKEL: How long will this hose be?

HAYDEN: We have about a 75 foot hose on there and we plan to put a longer one on yet. We have had no problems with such lengths.

QUESTION: What temperature are you operating at?

HAYDEN: This was in the summertime, although we've also used it in winter. We've had it in operation a couple of years now.

STEGMAN: How do you apply that silicone coating?

HAYDEN: We use a standard Idico sprayer to apply it. You can also apply it with paint brush; one guy can go ahead of you.

FINK: I noticed while you were talking, or maybe I misunderstood, did you say a 2% solution of silicone?

HAYDEN: Yes, a 2% or 3%.

FINK: I ask because I've found in our sales of sticky repellents, we usually recommend no less than a 5% silicone solution. We've tried all the percentages possible with silicone based waterproofing material, and a 2% silicone has not been effective for more than a month or two. By treating with 5% silicone, this gives enough residue on the stone to form what we call a perfect seal. That's why we never work with less than 5%.

HAYDEN: Well, the one ledge I showed you had the 2% silicone treatment two years ago and it is still effective. Before that, the repellent went into the stone. Any other questions? Thank you.